

CLIENT'S SCORE CARD

COMPANY NAME: _____

DATE: _____

ATTENDING: _____

The score card has been designed to review the performance of the WMedIC clients on ongoing basis. The objectives are (a) to facilitate the growth and development of client organizations, (b) to collect relevant data required in the WMedIC contractual agreements, (c) and to collect critical indicators and data for the State of Michigan, the SBTDC, and other supporting organizations.

The clients score card will be updated during the quarterly reviews. In addition, the client organizations may be asked to provide financial statements as agreed in their contract with the SMIC. **PLEASE PROVIDE A CURENT PROFIT AND LOSS (P&L) STATEMENT AT THE QUARTERLY MEETING.** The SBTDC representative will keep records of other detailed and confidential data relevant to SBTDC in its independent record system. The following figure shows a summary of the information recorded in the score card.

NOTE: Items marked with an * are things that will be shared with the BRCC, if the client company is also a recipient of BRCC funds. In addition, BRCC funded companies may be required to complete an additional reporting segment.

Descriptors	
Status	
Develop. Agreement	
Contract Type	
Proposed Moving Date	
Space	
Lab sq. feet	
Office sq. feet	
Total sq. feet	
Additional space requested (and time frame)	
Product	
Product Spec.	
# of Patents	
Human Resources	
Management Team*	

# of Jobs Created*	
# of Jobs Retained*	
Funding	
Total Funding Obtained*	
Pending Funding*	
Future Funding	
Market Position	
Market Size in \$ Amount	
Number of Customers	
Financial Performance	SEE ATTACHED PROFIT & LOSS STATEMENT
Academic Institutions	
Resources Used	
Research Collaborations	
Adjunct Status	
Interns	
Other Connections	
Community Relations	
B2B Relationships	
Collaborative Relationships	
Networking Relationships	

Milestones from Last Quarter:

1. _____
2. _____

Milestones for Upcoming Quarter:

1. _____
2. _____

Notes: